



Department of the Navy Office of Small Business Programs

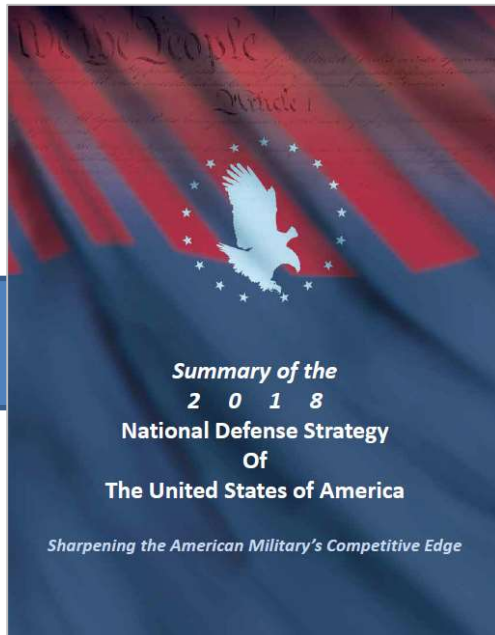
Department of the Navy Office of Small Business Programs

Mr. Jimmy D. Smith
Director
Office of Small Business Programs

*“Small Business...
The First Option”*

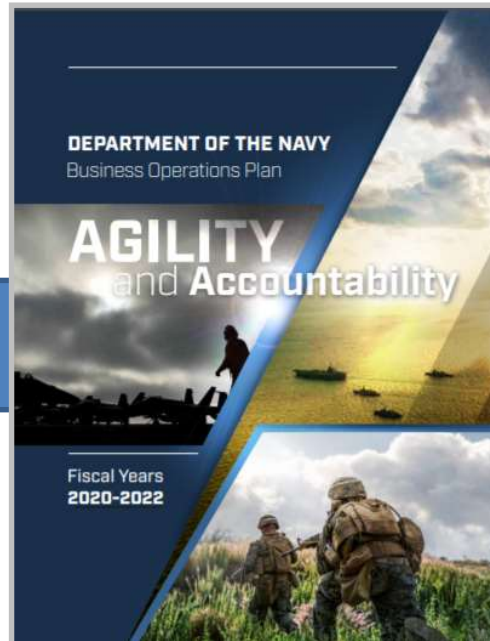
Strategic Alignment

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Three Lines of Effort

1. Lethality
2. Strengthen Alliances
3. Greater Performance and Affordability



Three Priorities

1. People
2. Capabilities
3. Processes



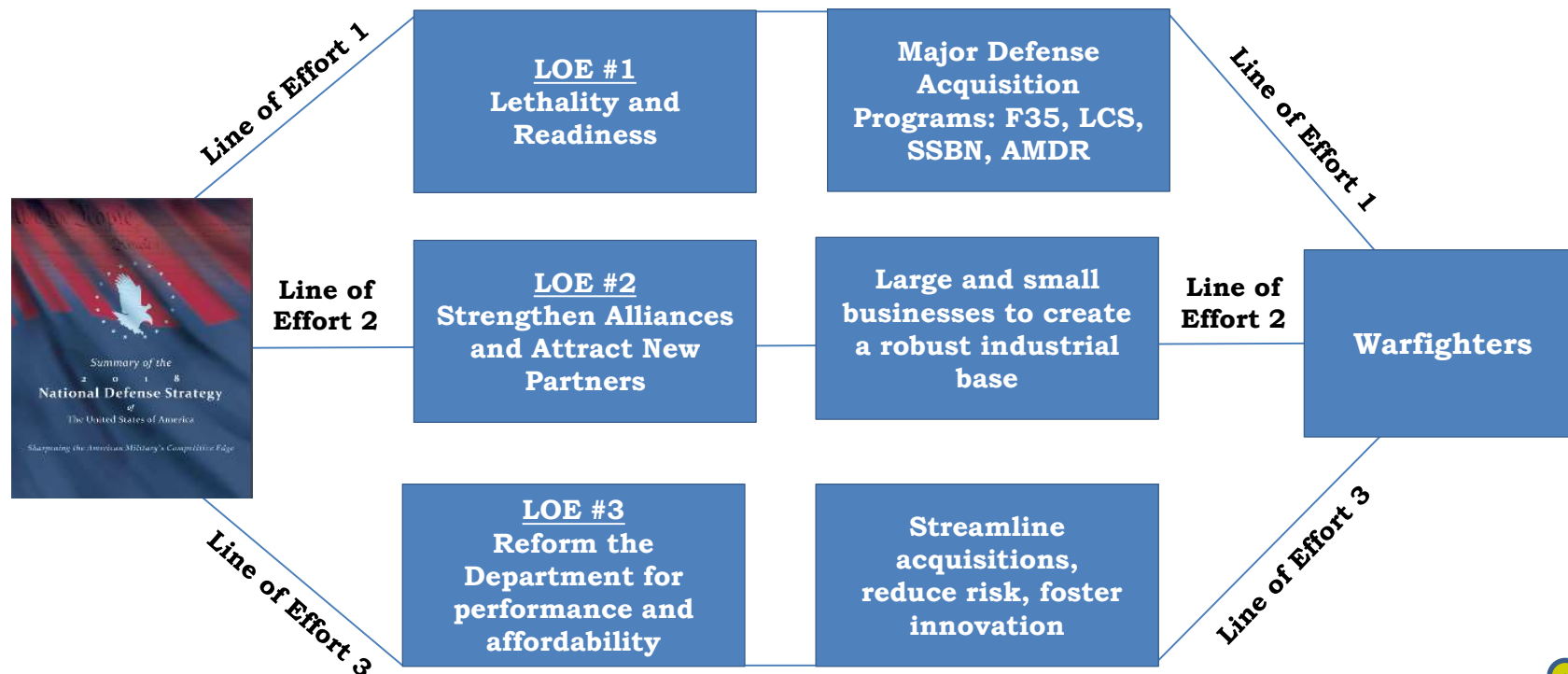
Three Focus Areas

1. People
2. Capabilities
3. Processes



Small Business and the Industrial Base

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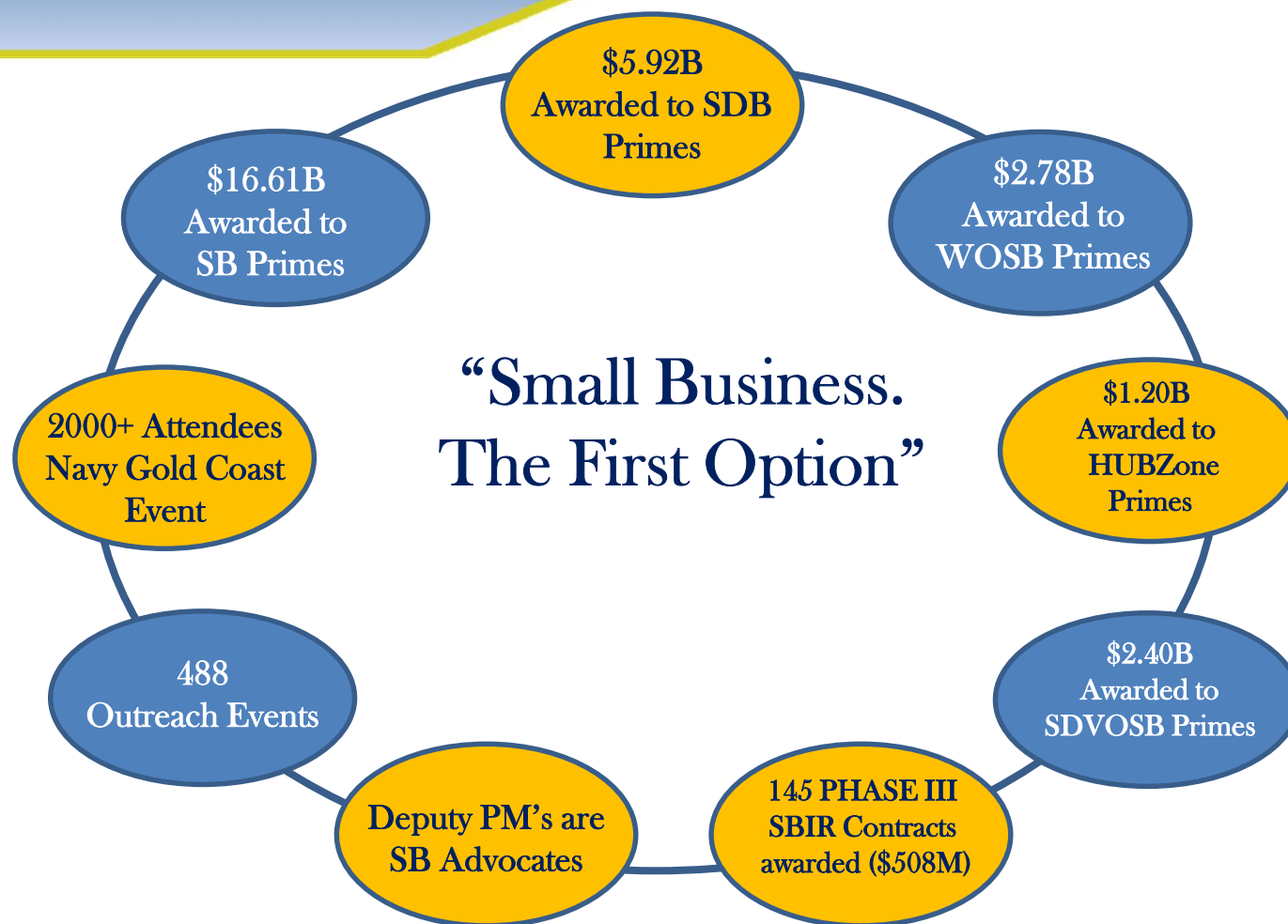


DoD contracting environment highly complex and barriers to entry continue to accrue (i.e. CMMC, Category Management, etc.)



FY19 By The Numbers

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Data based on FPDS-NG Small Business Achievements by Awarding Organization Report for FY19 validated data as of 20 February 2020. Small Business and Socioeconomic Group awards include "Double Credited" awards for Local Area Set-Aside and Puerto Rican headquartered transactions.

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Small Business Leaders at the 10 Navy Major Buying Commands

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Ms. Arveice Washington
Deputy Director
Department of the Navy
Office of Small Business
Programs



**HQ Marine
Corps I&L**
Mr. Carlton
Hagans



MCSC
Mr. Kyle
Beagle



MSC
Ms. Leah
Baker



NAVAIR
Mr. Shelby
Butler



NAVFAC
Ms. Bianca
Henderson



NAVSEA
Ms. Anne
Bannister



NAVSUP
Mr. Chris
Espenshade



NAVWAR
Mr. Daniel
Deconzo



ONR
Ms. Brenda
Pickett



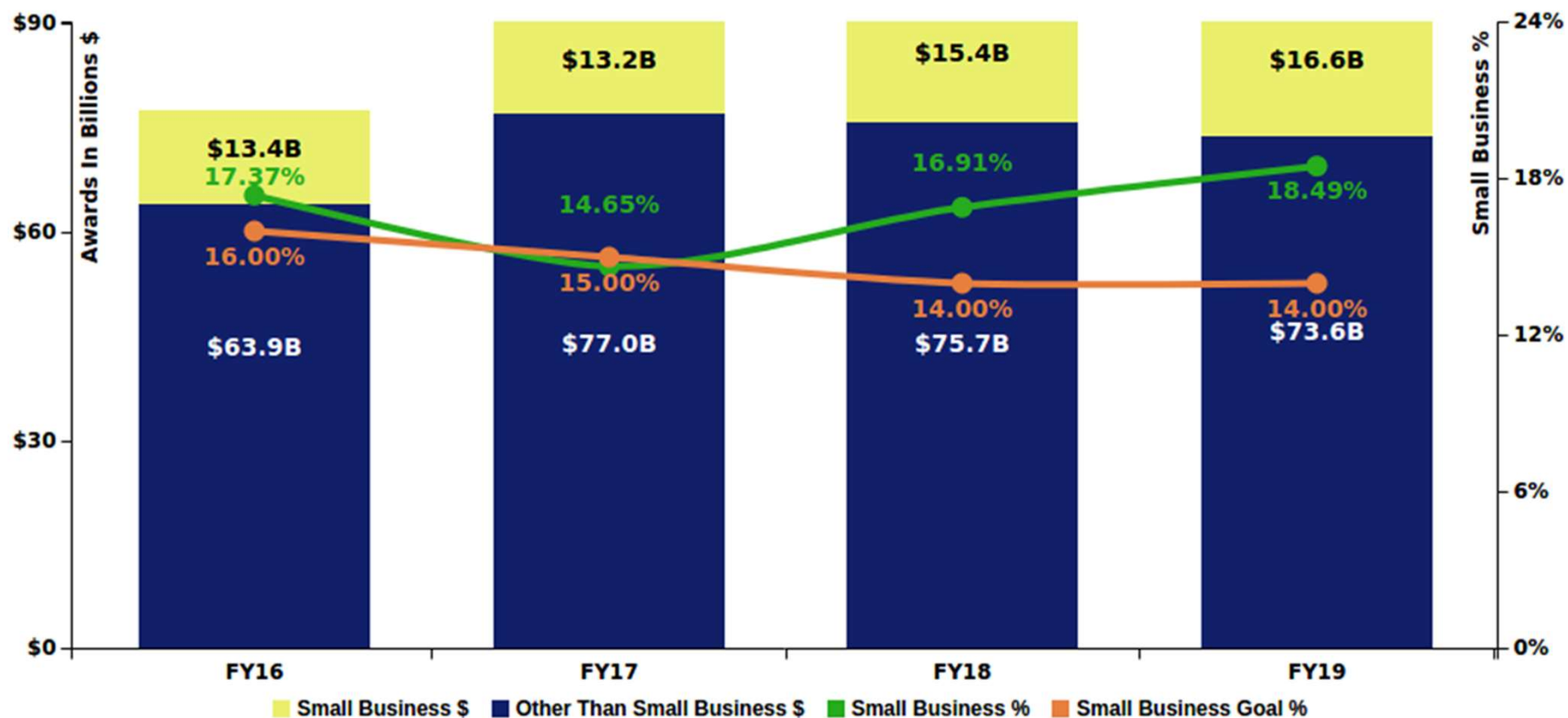
SSP
Ms. Marita
Thompson



FY16-FY19 Award Trends

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Navy Overall and Small Business



Data for FY16, FY17, FY18, and FY19 are all from validated datasets

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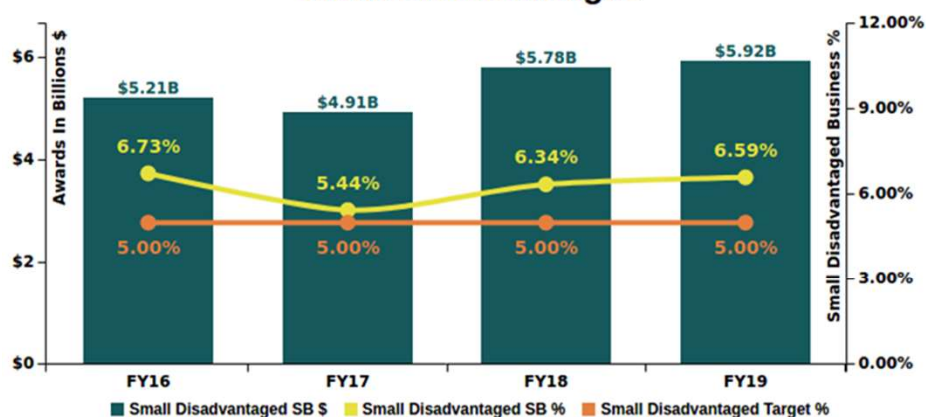
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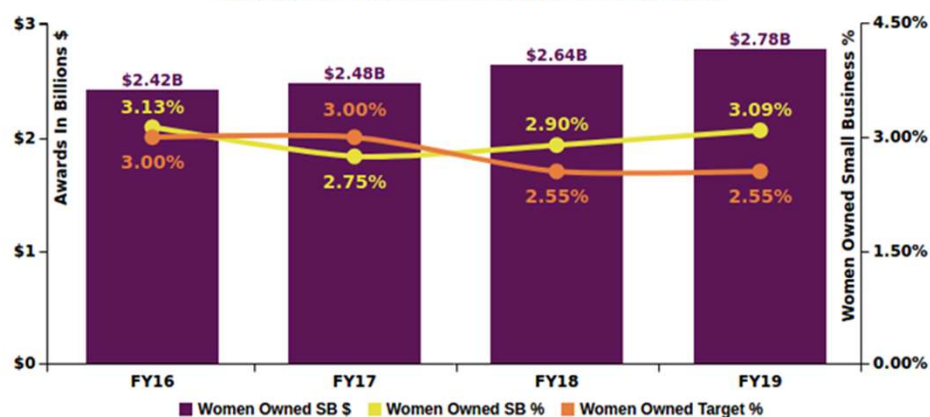
FY16-FY19 Socioeconomic Trends

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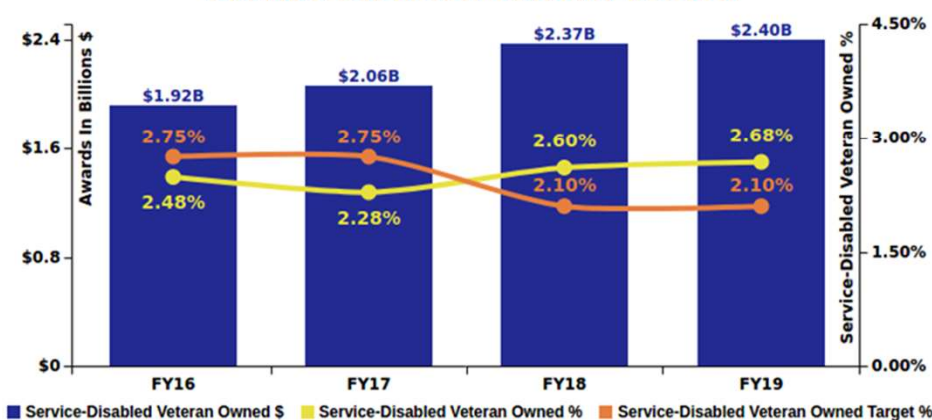
Small Disadvantaged



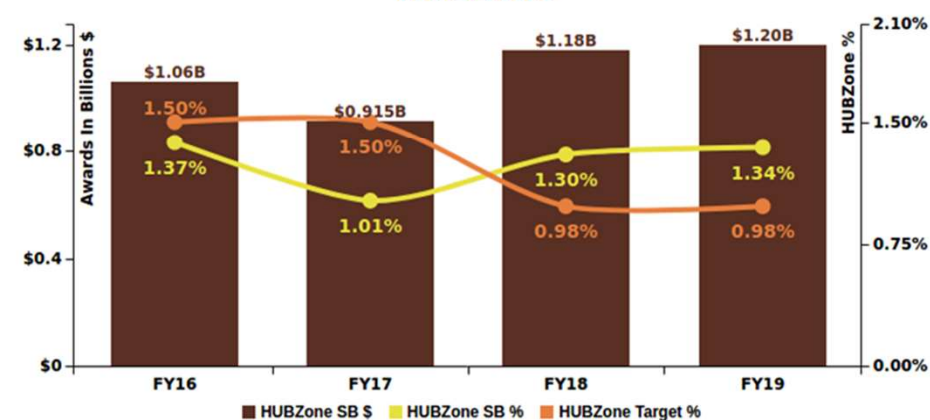
Women Owned Small Business



Service-Disabled Veteran Owned



HUBZone



Data for FY16, FY17, FY18, and FY19 are all from validated datasets. FY19 Small Business and Socioeconomic Group awards include "Double Credited" awards for Local Area Set-Aside and Puerto Rican headquartered transactions.

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Events

Media

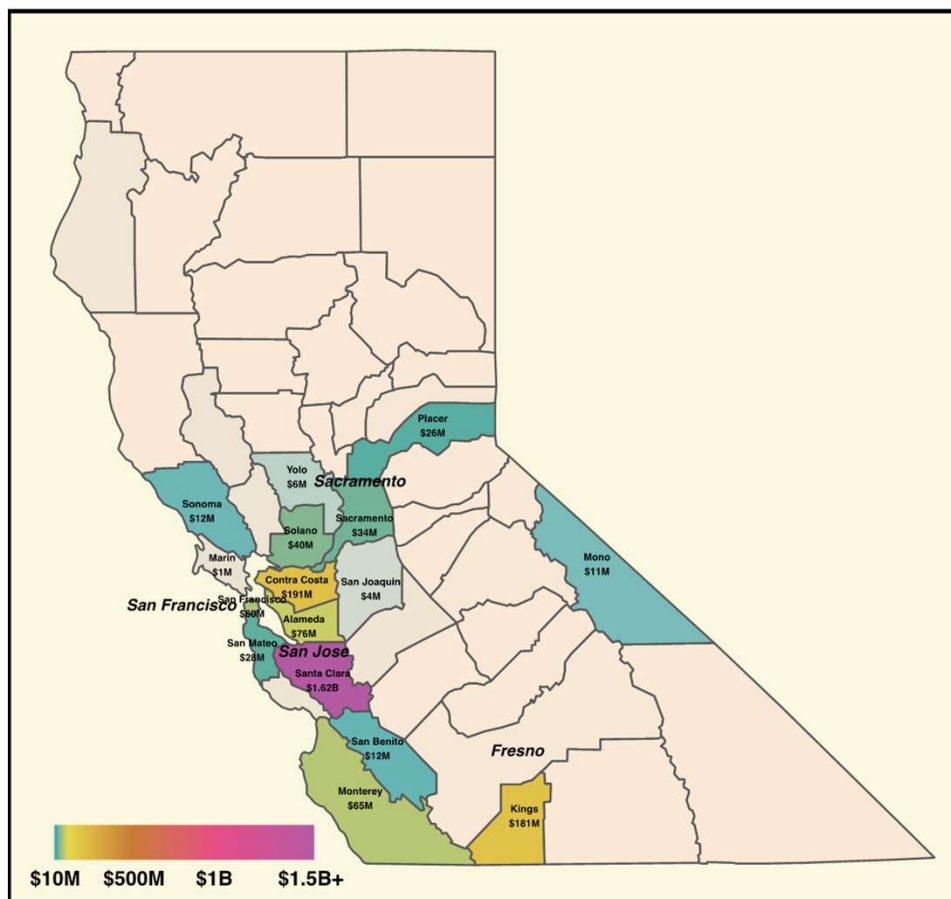


Department of Navy FY19 Northern California

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FY19 Department of Navy – Northern California Awards: \$2.37B

Based on Vendor Place of Performance Total



Total Prime Awards: \$2.37B

Small Business: \$449.62M

Small Disadvantage: \$137.24M

Service-Disabled Veteran: \$24.37M

Women Owned: \$32.64M

HUBZone: \$25.51M

Top 5 Fiscal Year Overall PSCs

Product or Service Code		Total FY19 Awards
1420	GUIDED MISSILE COMPONENTS	\$1,115.80M
V124	TRANSPORTATION/TRAVEL/RELOCATION- TRANSPORTATION: MARINE CHARTER	\$184.34M
AC22	R&D- DEFENSE SYSTEM: MISSILE/SPACE SYSTEMS (APPLIED RESEARCH/EXPLORATORY DEVELOPMENT)	\$160.67M
LO10	TECHNICAL REPRESENTATIVE- WEAPONS	\$108.04M
AR95	R&D- SPACE: OTHER (OPERATIONAL SYSTEMS DEVELOPMENT)	\$98.01M

FY19 Data Source: Validated FPDS-NG Data as of 20 February 2020

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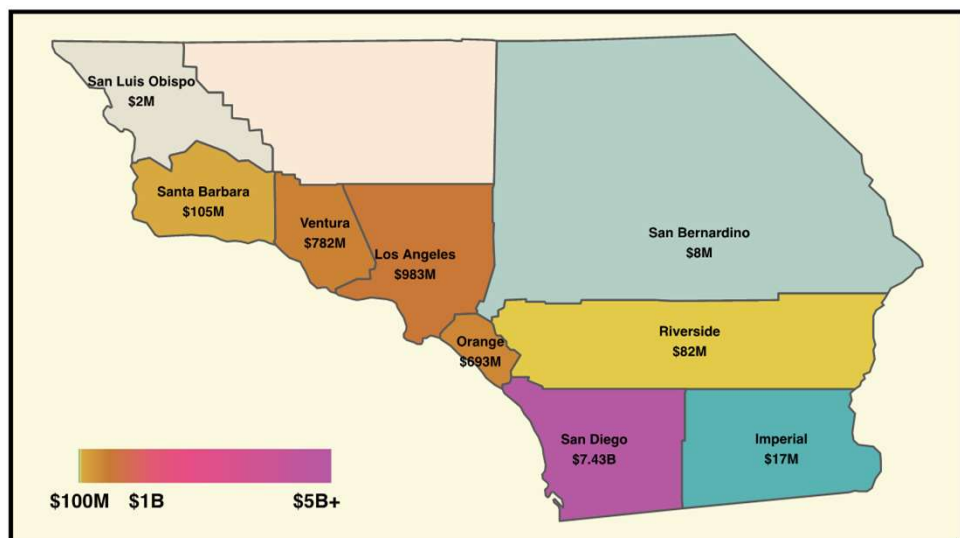


Department of Navy FY19 Southern California

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FY19 Department of Navy – Southern California Awards: \$10.1B

Based on Vendor Place of Performance Total



FY19 Data Source: Validated FPDS-NG Data as of 20 February 2020

Total Prime Awards: \$10.1B
Small Business: \$2.54B
Small Disadvantage: \$1.05B
Service-Disabled Veteran: \$419M
Women Owned: \$552M
HUBZone: \$248M

Top 5 Fiscal Year Overall PSCs

Product or Service Code		Total FY19 Awards
1905	COMBAT SHIPS AND LANDING VESSELS	\$1,126.80M
1915	CARGO AND TANKER VESSELS	\$948.45M
J999	NON-NUCLEAR SHIP REPAIR (WEST)	\$789.79M
R425	SUPPORT- PROFESSIONAL: ENGINEERING/TECHNICAL	\$622.77M
1720	AIRCRAFT LAUNCHING EQUIPMENT	\$360.50M

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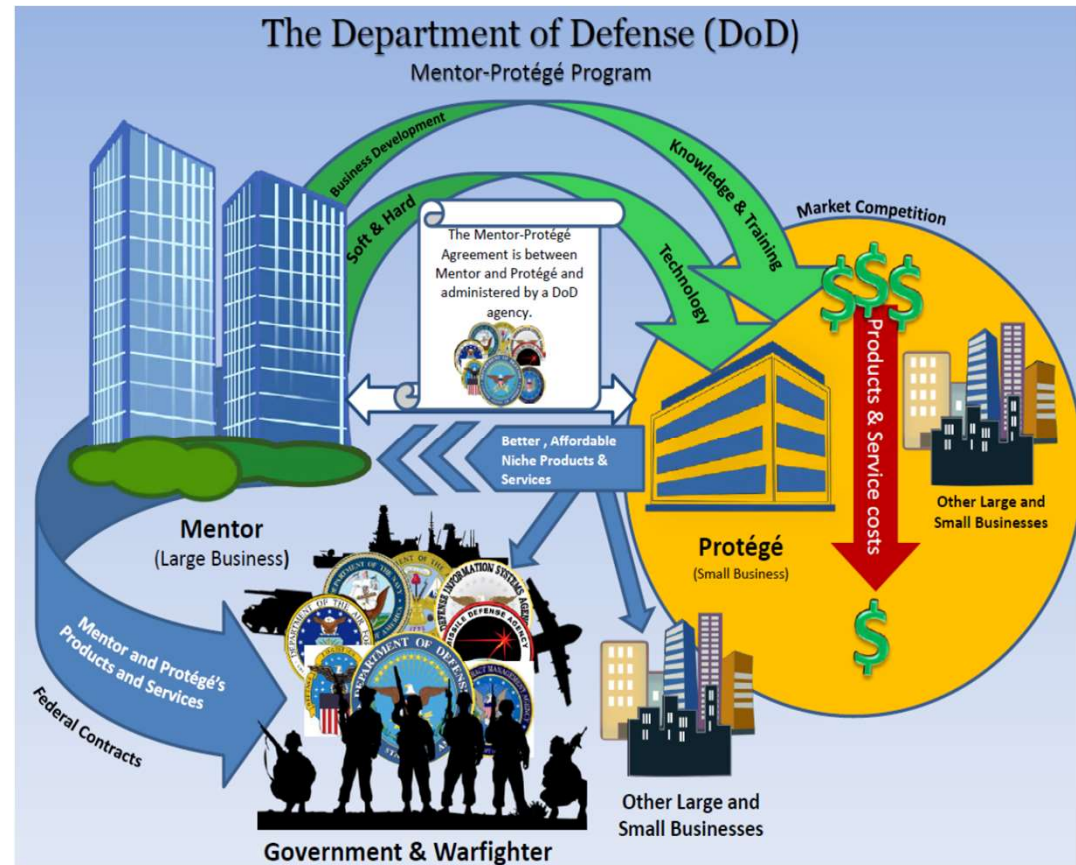
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Mentor Protégé Program (MPP)

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- Pilot program established November 5, 1990 in response to concerns by DOD prime contractors regarding their inability to meet Small Disadvantaged Business (SDB) subcontracting goals.
- Incentivizes DoD contractors to assist small businesses in enhancing their capabilities and increasing their participation in government and commercial contracts.
- DON has administered over 80 Mentor-Protégé Agreements (MPA) in it's history.



Navy Gold Coast Event

Department of the Navy
Office of Small Business Programs

www.navygoldcoast.org

#NavyGC2020



August 31 -
September 2, 2020

San Diego Convention Center
111 W. Harbor Drive, San Diego



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SBIR/STTR

Department of the Navy Office of Small Business Programs



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Questions

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